

Jane Dancer

A senior executive with 15 years International experience in Business Development, Strategic Relationship & Programme Management. An Alliances professional with a passion for excellence, who combines strategic vision with methodical attention to detail. Thrives on a dynamic environment and leads with enthusiasm and tolerance.

KEY STRENGTHS

- Applying sound commercial acumen and creativity to enable businesses to expand their capability and markets, through new ventures, alliances and partnerships
- Developing profitable business, using Strategic Relationship Planning and Programme methodologies
- Achieving stretching targets & goals by employing collaborative approach to optimise business benefit
- Using strong relationship building and organisational skills to lead, motivate and manage complex teams
- Negotiating complex business solutions across geographic and cultural boundaries
- Using proven coaching skills to encourage management team efficiency and enhance personnel effectiveness

CAREER HISTORY

CABLE & WIRELESS plc

1992 to 2004

Director, Strategic Relationship Management – Cable & Wireless Group

Jan 01 to Jan 04

Accountable for the development & operational execution of the corporate capability in portfolio Strategic Relationship Management.

- Researched, developed and implemented the strategic relationships development & management capability delivering an incremental margin pipeline >£30m pa
- Delivered, aligned to industry 'best practice', partnering methodologies, programmes, processes, communications and metrics, including design of a Selection & Validation Balanced Scorecard methodology, to structure decision making and measure the relationship value, health & financial benefits, over time.
- Researched, recommended and managed the Strategic Relationship portfolio acquisition strategy
- Delivered a dynamic Collaborative Business Partner programme, securing additional incremental margin
- Developed partner relationships with key Consultants and System Integrators
- Led and championed the C&W shareholding in Gorilla Park, a technology incubator

Head of European Channel Development – Cable & Wireless, Europe

Apr 99 to Jan 01

Responsible for the development of a new Indirect Partner Channel throughout Europe; people recruitment and process development, across cultural boundaries and varied regulatory and legal environments.

- Successfully negotiated legal and commercial frameworks with key geographic channel partners, delivering new revenue for Cable & Wireless
- Developed and implemented Pan-European Channel Management Processes; from prospect pipeline to revenue reporting
- Recruited in-country, start-up teams of Channel Account Managers, Business Development Managers & Commercial Managers, throughout Europe.



Sales Manager, Partnerships – Cable & Wireless, Europe

Aug 98 to Apr 99

Responsible for maximising the benefits of Cable & Wireless Europe as a sales channel, for other Group Companies, and for key strategic sales growth programmes.

- Implemented the first European Dealer & Consultants Sales Channel Programmes
- Developed and delivered Awareness & Capability Roadshows, embedding collaborative working
- European member of the International Business Acquisition Team that secured >£20m incremental business
- Established and Managed the Sales Office in Holland; it's people, processes and prospect pipeline

Senior Account Manager – Cable & Wireless Communications

Oct 92 to Aug 98

Responsible for the management and business development of a number of strategic accounts

- Successfully negotiated the first major win with a £2m pa retail sector, Multi-site Management proposition
- Worked with a business partner to secure a turnkey project for Managed Voice Services platform
- Member of Integrated Sales Team programme, designed to leverage diverse skills and maximise opportunity
- Coached Account Managers in Account, Contact and Campaign Plans using a strategic planning tool.
- Negotiated with senior UK decision makers to secure significant data networking revenues in the USA
- Secured considerable incremental revenue to facilitate the business case for network expansion

BRITISH TELECOM plc

1991 to 1992

National Account Manager

Mar 91 to Oct 92

Accountable for sales and service into a number of national accounts.

- Overachieved target '91/'92, out-turn at 230% with sales of >£2m
- Secured two major turnkey projects for the Automotive & Aerospace and FMCG Sectors and Nominated to FMCG Industry sector steering group.

EARLY CAREER

Pre 1991

- | | | |
|--------------------------------|---|------------------------------------|
| • Internal Sales Manager | - | Arche Technology |
| • Senior Sales Negotiator | - | Oyston Shipway Estate Agents |
| • Voluntary Positions Overseas | - | Events & Inventory Management |
| • Business Development Manager | - | Watkin Construction |
| • Client Services Manager | - | G & JE Bankarts, Insurance Brokers |

PERSONAL DEVELOPMENT HIGHLIGHTS

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| • Selected for Performance Edge Mastery Programme for Senior Managers | 2003 |
| • Certificate in Humanities – Open University | 2002 |
| • Donor delegate representing Cable & Wireless at a three day INSEAD e-lab and e-forum | 2001 |
| • Diploma course in Management and Management of the Sales Force | 1995 |

PERSONAL

- Born 9 September 1954
- Married
- Board Director of The Association of Strategic Alliance Professionals (Europe) Limited, with specific responsibility for Marketing.
- A keen traveller who enjoys walking, cycling, film & theatre going, genealogy and studying for BA with the Open University.

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